
Using Home Health Tests in a Practice

THE QUESTION

How Health Professionals can grow their practice around Home Testing

Our education gives us unique insight and experience to determine the quality of an at home health test.

As health care providers, we have the opportunity to help our clients navigate the confusing world of at home health tests. There are a variety of quality indicators to look for when guiding our clients who choose to utilize home tests.

Below is a list of considerations to make when helping your client choose a home health test that meets their needs.

5 STRATEGIES:

You may be considering starting a practice or perhaps currently have a practice and are thinking home tests may add value to your services. If so, continue reading for 5 strategies in growing your practice using home testing!

1. HOME TESTS CAN BE USED TO FURTHER PERSONALIZE YOUR SERVICES.

2. OPPORTUNITY FOR INCREASING NUMBER OF CLIENT SESSIONS.

3. AN OBJECTIVE DATA POINT THAT CAN BE MEASURED OVER TIME.

4. UNDERSTANDING CLIENT NEEDS & GOALS BEFORE RECOMMENDING A HOME TEST.

5. THERE ARE OPTIONS WITH HOW TO USE THE RESULTS.